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The manufacturer who knows anything about those conditions is exceptionally well informed. He has been able to inform himself, for he has been able to sell at home about all that he can produce. A few manufacturers have been engaged in the export business, but that has been merely to dispose of their surplus. Still fewer have manufactured especially for the foreign market.

Many manufacturers who sent their agents were discouraged because the agents were not able to do business. The agents were typical American druggists, who imagined they could do business with men of a different race in the same manner that they did business with men at home. They were ignorant of racial psychology in the first place, and they did not know the customs of the country in the second place.

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This trade has expanded marvelously since the beginning of the present century, but its expansion has been chiefly in noncompetitive products, among which are included those products which are produced in other countries in sufficient quantities to meet the world demand.

Agricultural implements afford an example of the noncompetitive product. The exports grew from \$5,000,000 in 1893 to \$40,000,000 in 1913. Steel affords an example of expansion in trade not produced in other countries in sufficient quantities to meet the world demand. In the twenty years between 1893 and 1913 its exports grew from \$20,000,000 to \$204,000,000.

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If the war had not intervened it would have been necessary to give serious attention to a foreign trade policy long before now. McKinley saw that condition approaching when he said in his last speech that we must reconsider our old policies in the light of changed conditions. The figures for 1913 show how correctly he diagnosed the tendencies of American trade.

The revolutionary changes that the war has brought about in the financial relations of the various nations, the United States among them, force a much more radical reconsideration of our trade policies than McKinley had in mind.

The first effect of these changes is seen in the beginning of a study of trade with the South American countries. The war compelled these countries to buy in the United States things which they had been buying in Europe. We cannot keep them there, however. The European nations are again in condition to compete with us unless we become as skillful in our dealings with the South Americans as the Europeans were.

South American trade exports must be developed, and then they must be employed by the exporting nations. But they will not be employed, even if they shall be produced, unless the exporters are convinced of their usefulness.

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"Dream Powders" and Their Growing Use in This City—Cocaine the Greatest Curse, Absinthe, Hashish and Others

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The fact will become more apparent, he believes, as the months and years go by.

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Cocaine or "coca," as it is popularly known in the underworld, is the drug most favored, because it is so easily administered. It is only three years since Dr. Carl Koller, an unknown Bohemian physician, announced its discovery.

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The vacation season is in full swing. And the holiday habits are yet to be made. One of these days some one will make the experiment. Certainly we have grown to depend too heavily on machine-made fun. Few men would undertake to find rest in the role of a farm laborer. They prefer to eat too much and have a disordered and exhausted time. Governor Coolidge, of Massachusetts, may not be having a lively or a joyous summer, but he will return better fit than if he had been content to go voyaging in the palm gardens.

SHORT CUTS

"Electric rates may go up." Still another shock.

Prince Joachim has at least shown his relatives a way out.

Cox men are now seeking to translate Cummings into Goings.

Turkey with wings clipped still shows a disposition to make her wattle.

Little Nell Suffragist is forever being told: "Coddin's your friend, not Short."

It is the hope of all good citizens that political cleanliness will go hand in hand with municipal street-cleaning.

Prince Joachim's suicide is said to have been brought about by poverty. Of course, it never occurred to him to go to work.

One reason the League of Nations will stay in the spotlight during the campaign is that the people will have it so.

The one thing Franklin D. Roosevelt must curb if he wants to get anywhere is his evident inclination to lay the goo on too thick.

When the Young Lady Next Door But One read the headline, "Bolshevik Take Lida From Poles," she said, "I know! Lida was their cook. No wonder they're mad!"

Far be it from us to find fault with a good, old-fashioned manager—but does it look reasonable that Senator Harding should become a good linotype operator while fighting shy of the typewriter?

The President and Cox are said to be in full accord in the matter of the League of Nations. Which, presumably, means that the governor is willing to forget his pro-German editorials if everybody else will.

Added testimony is given to the worth of the Boy Scout movement by the admiration expressed by German Hospital physicians at the first aid given by the youngsters to a boy who had fallen and broken his leg.

There is at least one optimist in the Democratic party. On his arrival at the White House to visit the President, Governor Cox found there a letter addressed "The Hon. James M. Cox, White House." But an optimist is very frequently a damned poor prophet.

The Resolute and Shamrock IV, ladies and gentlemen, will next perform on the triangle. There isn't much time in a triangle and the performers are not seeking harmony, but if it's jiggling you want watch your step, for one of the contestants is going to show her heels to the other.

Sooner or later automobile fatalities, now as common as street car accidents, will be commoner. Joy riders will disappear and the men on the job will drive with more care. But the police, backed and prodded by public opinion, have much work to do before this condition is brought about.

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Philadelphia, Tuesday, July 20, 1920

A FOUR-YEAR PROGRAM FOR PHILADELPHIA

Things on which the people expect the new administration to concentrate its attention are:

The Delaware river bridge.
 A drydock big enough to accommodate the largest ships.
 Development of the rapid transit system.
 A presentation hall.
 A building for the Free Library.
 An Art Museum.
 Enlargement of the water supply.
 Homes to accommodate the population.

OVERTRADING CHILDREN

THE pleasure that's almost pain is quite correctly censured by Doctor Furbush in his disapproval of the common practice of adults in dragging small children on exhausting outings trips.

It is not, of course, the object of parents to convert a holiday into a torture. But some such metamorphosis is familiar to all persons, who, like our British cousins, are inclined to take their pleasure, if not sadly, at least too vigorously and thoughtlessly. All-day excursions, often including a great deal of hard travel, frequently nullify by nightfall the beneficial effects which the youngsters may have received from fresh air and new scenes.

Doctor Furbush, in his latest bulletin, speaks in commonplace when he depicts the confusion of overtrading the children. But truth itself is simple, and simple, not too pretentiously planned, is what recreative adventures with the small folk ought to be. The suggestion of Fairmount Park as a substitute for wearying excursions far afield is pertinently made.

HOHENZOLLERN OBSCURITY

SUICIDE is in general a cowardly act, although there have been instances; especially in the Orient, where a special and distinctive code prevails, in which the act has not been untouched by the spirit of the self-slaughter of the youngest son of the former German emperor, ex-Prince Joachim. This seign of alleged nobility appears to have been a weakling, typical of the worst elements of his racial inheritance.

The more that is revealed of the Hohenzollerns, the more it is suggested that they lacked even the dignity of grandiose evil. The present abysmal obscurity of the ex-king is particularly a proof of the theatricality and hollow unreality of the whole parade of Teuton royalty.

When the curtain fell, the actors, as personalities, vanished. So far as his place in human affairs is concerned, William Hohenzollern is quite as dead as his entirely unimportant youngest son.

TWO SKIPPERS

MR. BURTON may lose his job on the Lipton challenger. Mr. Cummings may lose his job as national chairman for the Democrats. The two skippers are in the same plight.

Burton has given years to the study of the winds and currents of the American Cup course. He knows his boat and he knows the course in a dead calm and all the tennis experts, the golf experts, the professional humorists and the special writers, who, though they don't always know a skipper from a bowsprit, have been writing columns of criticism around the cup races, decided that he was on to his job. Lipton read and was grieved and half convinced.

Cummings did more than any other man at San Francisco to lift the convention to a plane above that ordinarily reached by wind and state political bosses. But Tammany doesn't like him and it doesn't like his friends.

Cummings probably will go.

Burton probably will go. Lipton will lose and so will the Democrats.

Something is wrong below when good skippers aren't understood or appreciated.

MORE RAIL CONFUSION?

CLEARLY there is to be no peace for a time at least, upon the railroads. The announcement of a 10 per cent cut in the lower-paid working forces on the eastern division of the Pennsylvania Railroad, though it follows upon authentic reports which show that the company has been operating at a loss, will nevertheless weigh heavily with embittered delegations representing the various unions who were preparing in Chicago yesterday to reject the awards of the Railway Labor Board.

The Labor Board, preparing to make its findings known today, appears to have given the union representatives advance information relative to its decisions. The result was not cheering. S. M. Heberling, chief representative of the switchmen's unions, the militant agent among railmen's organizations, says in a letter which indicated that the men are yearning for a new strike, that the older brotherhood might be more involved. The en-

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This led to a careful study of the drug, which was accentuated by the case of a prominent physician of Pittsburgh, who, having formed the habit, became a wreck, and under the delusion that he was being attacked by burglars began firing right and left and almost killed several persons.

Germany has agreed to provide the Allies with the coal demanded by the title, but the European coal shortage is considerably reduced. It is more coincidental that American coal operators should, immediately following the news, find a means of providing New England with coal than there is any demand and demanding in vain?

A dispatch from Washington states that coal operators and railroad executives have a plan to railroad the coal from the Northwest, New England and Canadian territory; that they have submitted it to the Interstate Commerce Commission; but that details are being withheld from the public. They are to study it. That's the worst of these serial stories. They always leave you in the air at the most thrilling point.

Plans to provide New England with coal have, of course, nothing to do with the recent report of the New England coal committee to the governors of six states. The present action of operators and coal shippers is a mere case of coincidence. That report set forth that the coal operators preferred to send their coal abroad because the Interstate Commerce Commission would not let them. They are less likely to call them to task for profiting and the foreigners didn't care what they paid so long as they got the coal.

LOOK OUT, NOT IN, AND LEND A HAND

The Motto of Doctor Hale's Famous Society a Good One for American-Trade Expansionists

THE opening of a summer school in Washington by the Pan-American Union yesterday for those interested in the foreign trade of the United States, especially with the countries in this hemisphere, is likely to result in a more intelligent understanding among business men of the conditions under which trade can be expanded.

The manufacturer who knows anything about those conditions is exceptionally well informed. He has been able to inform himself, for he has been able to sell at home about all that he can produce. A few manufacturers have been engaged in the export business, but that has been merely to dispose of their surplus. Still fewer have manufactured especially for the foreign market.

Many manufacturers who sent their agents were discouraged because the agents were not able to do business. The agents were typical American druggists, who imagined they could do business with men of a different race in the same manner that they did business with men at home. They were ignorant of racial psychology in the first place, and they did not know the customs of the country in the second place.

The reports of the American consuls abroad are full of information on the way to avoid them in the future. But no serious attempt has been made to disseminate the instruction contained in these reports.

The purpose of the summer school in Washington, which is to last for thirty days, is to instruct business men in the possibilities of foreign trade and to point out how our trade can be made to grow.

This trade has expanded marvelously since the beginning of the present century, but its expansion has been chiefly in noncompetitive products, among which are included those products which are produced in other countries in sufficient quantities to meet the world demand.

Agricultural implements afford an example of the noncompetitive product. The exports grew from \$5,000,000 in 1893 to \$40,000,000 in 1913. Steel affords an example of expansion in trade not produced in other countries in sufficient quantities to meet the world demand. In the twenty years between 1893 and 1913 its exports grew from \$20,000,000 to \$204,000,000.

We have supplied food to the rest of the world. In 1893 the exports of prepared and unprepared foodstuffs amounted to \$400,000,000, and the exported articles were only \$179,000,000.

Twenty years later, in 1913, the exports of foodstuffs had grown to over \$410,000,000, an increase of \$10,000,000, while the exports of manufactured goods had increased to \$1,184,000,000.

That is, in twenty years the exports of American factories had increased 700 per cent.

The more recent figures will show a still greater expansion, but they are affected by the abnormal conditions of the war and it is not fair to use them in a comparison.

If the war had not intervened it would have been necessary to give serious attention to a foreign trade policy long before now. McKinley saw that condition approaching when he said in his last speech that we must reconsider our old policies in the light of changed conditions. The figures for 1913 show how correctly he diagnosed the tendencies of American trade.

The revolutionary changes that the war has brought about in the financial relations of the various nations, the United States among them, force a much more radical reconsideration of our trade policies than McKinley had in mind.

The first effect of these changes is seen in the beginning of a study of trade with the South American countries. The war compelled these countries to buy in the United States things which they had been buying in Europe. We cannot keep them there, however. The European nations are again in condition to compete with us unless we become as skillful in our dealings with the South Americans as the Europeans were.

South American trade exports must be developed, and then they must be employed by the exporting nations. But they will not be employed, even if they shall be produced, unless the exporters are convinced of their usefulness.

It has taken years to persuade manufacturers that it pays them to hire trained chemists and physicists in their plants. A few such men have been employed in the past, but their value has been underestimated.

What these trained men did during the war in showing what could be done in a score of different industries has convinced them of the value of their own kind. The trained specialists in their plants are not to be employed, even if they shall be produced, unless the exporters are convinced of their usefulness.

WORK AS RECREATION

GOVERNOR COOLIDGE, of Massachusetts, is not the first man to turn to hard manual work in the Republican candidate for the vice presidency in the family farm in Vermont, where he rises at 6 in the morning to guide a plow or cut wood for ten or twelve hours daily. He expects to return refreshed to his job in Massachusetts. His summer program will start a great many people, who believe that it is a better rule to stay up till 3 in the morning in a cabaret or rush aimlessly about in motors or rolling chairs and let others take their exercise for them.

The vacation season is in full swing. And the holiday habits are yet to be made. One of these days some one will make the experiment. Certainly we have grown to depend too heavily on machine-made fun. Few men would undertake to find rest in the role of a farm laborer. They prefer to eat too much and have a disordered and exhausted time. Governor Coolidge, of Massachusetts, may not be having a lively or a joyous summer, but he will return better fit than if he had been content to go voyaging in the palm gardens.

THE DRUG HABIT

"Dream Powders" and Their Growing Use in This City—Cocaine the Greatest Curse, Absinthe, Hashish and Others

BY GEORGE NOX McCAIN

Prominent physician of this city, whose practice runs the gamut of the social scale, indorses the declaration of Director of Public Safety Cortelyou that the use of drugs is rapidly increasing in Philadelphia.

The fact will become more apparent, he believes, as the months and years go by.

Just now the habit is represented by two classes of addicts; one class is learning and therefore extremely careful to conceal the vice, the other the naturally impulsive and neurotic class of individuals who "plunge" in the use of drugs and supply the bulk of the physician's cases and criminal exploits as a result of excessive use.

Heroin is the real "devil drug." It inspires the user with a degree of false and momentary courage which no words can adequately describe.

"A heroin dopester, who is ordinarily a creature of weak moral fiber and physical stamina, becomes a perfect lion in courage and a wolf in destructive tendencies under its influence," said the physician.

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